

Message Text

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PAGE 01 JIDDA 08874 01 OF 02 281455Z
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-08 /031 W
-----022991 281458Z /41

R 281233Z DEC 77
FM AMEMBASSY JIDDA
TO USDOC WASHDC
INFO SECSTATE WASHDC 585
AMCONSUL CASABLANCA
AMEMBASSY TUNIS
AMEMBASSY RABAT
AMEMBASSY ATHENS
AMCONSUL DHAHRAN
USLO RIYADH
AMEMBASSY SANA

UNCLAS SECTION 1 OF 2 JIDDA 8874

E.O. 11652: N/A
TAGS: BEXP, SA
SUBJ: U.S. BUILDING MATERIAL AND CONSTRUCTION EQUIPMENT TM,
APRIAL '78.

REF: USDOC 24039

1) EMBASSY COMMENDS COMMERCE FOR EARLY INFO ON PROCUREMENT
STATUS SUBJECT MISSION AND LIST OF CONFIRMED PARTICIPANTS,
ALL OF WHICH HAVE SIGNIFICANT POTENTIAL IN THIS MARKET,
MOST IMPRESSIVE IS NUMBER OF NEW TO MARKET FIRMS.

2) WITH REGARD TO PARA 1J, REFTTEL, COLUMBIA MACHINE INC.,
WHICH PRODUCES CONCRETE BLOCK MAKING MACHINERY, MAY
HAVE SOME PROBLEMS BECAUSE MINISTRY OF INDUSTRY EARLY
THIS YEAR PLACED MORATORIUM ON ACCEPTING ANY NEW
LICENCE APPLICATIONS FOR CONCRETE BLOCK MANUFACTURE
SINCE CAPACITIES ALREADY APPLIED FOR , IF COMPLETED,
WOULD SATURATE MARKET. CIRITERIA FOR COLUMBIA'S
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POTENTIAL SUCCESS IS HOW FAR CURRENT ACCEPTED CONCRETE
BLOCK MANUFACTURING APPLICANTS HAVE GONE IN PLANS TO
IMPLEMENT PROJECTS.

3. THE FOLLOWING ARE THE SUCCESSFUL APPLICANTS - TO
DATE FOR PRODUCTION OF BLOCKS AND ANNUAL CAPACITY.
(LICENSED 1975)

A) INDUSTRIAL ESTABLISHMENT FOR BLDG. MATERIALS
A.O. BEN FAHAD AL HAWEE, P.O. BOX 4139, RIYADH.
92,700 SQ METERS.
B) PREFAB CEMENT PRODUCTS CO. LTD. (JOINT VENTURE)
KING FAISAL ST., RIYADH. 336,000 BLOCKS
C) CEMENT PRODUCT CO., P.O. BOX 3901, RIYADH.-
2,160,000 BLOCKS
D) AUTOMATIC BLOCKS FACTORY , P.O. BOX 3746, RIYADH -
9,500,000 BLOCKS
E) ABD AL-AZIZ ZIYAD EST., P.O. BOX 1465, RIYADH .-
3,480,000 BLOCKS
F) AL MANSOUR BLDG MATERIALS FACTORY , P.O. BOX 3364,
JIDDA. - 890,000 BLOCKS
G) AL-BATTERJEE INT'1 EST., P.O. BOX 5853, JIDDA. -
6,912,000 BLOCKS
H) BANAWI CEMENT PRODUCTS FACTORY, P.O. BOX 922, JIDDA
2,500,000 BLOCKS
I) ABDULLAH BIN SABEET EST., P.O BOX 503, DAMMAM.-
1,890,000 BLOCKS
J) RIYADH TILES FACTORY, KING FAISAL ST., (BEHIND
NATIONAL LIBRARY) RIYADH, 1,800,000 BLOCKS
(LICENSED 1976)
K) H.M. SA' Aidan CO., OLAIYAH, RIYADH - 8,000,000 BLOCKS
1) A. ABDUL LATIF EST., P.O. BOX 391, RIYADH, 6,000,000
BLOCKS
M) KHAMIS MUSHAIT FACTORIES, P.O. BOX 167, KHAMIS MUSHAIT,
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SAUDI ARABIA - 2,500,000 BLOCKS
N) ITTIHAD FACTORIES, P.O. BOX 2273, RIYADH. 1,650,000
BLOCKS
O) HAKEEM EST. FOR TRADE & INDUSTRY, P.O. BOX 5079,
RIYADH - 3,750,000 BLOCKS
P) AL-QADI PLANT, P.O. BOX 5421, RIYADH , 92,160 CUBIC
METERS
Q) AL-AWAMI EST., QATIF, QALAA (EASTERN PROVINCE,
3,000,000 SQ. METERS (INCLUDES PAVEMENT BLOCKS
AND TILES)
R) AL MUDAYAN CEMENT PRODUCTS EST., MALAZ, PRINCE
ABDULLAH'S STREET, RIYADH - 34,560 CU. METERS
S) AL-QUSAIR BLOCK EST., P.O. BOX 3145, RIYADH-
6,250,000 BLOCKS
T) NAJD CO., P.O. BOX 3960, RIYADH - 81,000 CU, METERS
U) SAUDI AUSTRIAN CO., P.O. BOX 1004, RIYADH - 4,220
CU. METERS (55 PERCENT AUSTRIAN OWNED)
V) AL BATTI FACTORY, P.O. BOX 46, BISHA, SAUDI ARABIA,
2,400,000 BLOCKS
W) ALI DREIBI EST., BURAI DA, SAUDI ARABIA - 68,000
CU. METERS
X) AL HASA FACTORY , HASSAN ABDULLAH AL AQALI, P.O.

BOX 13, AL HASA - 76,800 CU. METERS
Y) SAUDI AMERICAN CO., P.O. BOX 900, RIYADH -
3,300,000 BLOCKS
Z) ZIQAR AL-TABOUK, P.O. BOX 1777, AL KHOBAR, SAUDI
ARABIA - 3,700,000 BLOCKS

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ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-08 /031 W
-----022922 281459Z /41

R 281233Z DEC 77
FM AMEMBASSY JIDDA
TO USDOC WASHDC
INFO SECSTATE WASHDC 586
AMCONSUL CASABLANCA
AMEMBASSY TUNIS
AMEMBASSY RABAT
AMEMBASSY ATHENS
AMCONSUL DHAHRAN
USLO RIYADH
AMEMBASSY SANA

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AA) AL RASHID BLOCK FACTORY, RIYADH - 1,600,000 BLOCKS
BB) NATIONAL INDUSTRIES CO., DAMMAM - 105,000 CU. METERS
CC) YATHRIB FACTORY, MEDINA, SAUDI ARABIA - 3,320,000
BLOCKS
(LICENCE APPLICATIONS TO MID 1977)
DD) ABDULLAH KADASAH EST., P.O. BOX 570 JIDDA (NO AMOUNT
GIVEN)
EE) AL-MIQRIN TRADING AND CONTRACTING CO. AL-QASEEM,
AL KHOBRA, SAUDI ARABIA (NO AMOUNT GIVENT)
FF) ARABIAN BUSINESS EST., P.O. BOX 3737, RIYADH (NO
AMOUNT GIVEN)
GG) AL TAWI EST., P.O. BOX 24, BISHAH, SAUDI ARABIA
(NO AMOOUNT GIVEN)

4) IT IS NOT YET KNOWN HOW MANY OF THE ABOVE HAVE
IMPLEMENTED THEIR PROJECTS BUT WE ARE ATTEMPTING TO GET
THIS INFORMATION BY A CIRCULAR INQUIRY RESULTS WILL
INDICATE BEST TARGETS FOR COLUMBIA MACHINE CO. IF IT
WISHES, U.S. FIRM CAN ALSO CONTACT ABOVE SAUDI FIRMS.

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5) TO FILL OUT MISSION WE BELIEVE INCLUSION OF U.S. MANUFACTURER PRODUCING TRENCHING MACHINERY WILL BE MOST WORTHWHILE, EMBASSY IS CONTACTING DITCH-WITCH REPRESENTATIVE OFFICE RECENTLY ESTABLISHED IN DHAHRAN AREA TO SUGGEST HOME OFFICE PARTICIPATION IN MISSION. COMMERCE MAY WISH FOLLOW THIS UP BY CONTACTING U.S. FIRM, CHARLES MACHINE WORKS, P.O. BOX 66, PERRY, OKLA 73077, PHONE (405) 336-4404

6) IN VIEW OF LARGE SCALE PETROCHEMICAL, DESALINATION PLANTS AND REFINERIES PLANNED, WE SUGGEST INCLUSION OF APPROPRIATE ANTI-CORROSION PROTECTIVE PAINTS AND COATINGS. COMMERCE MAY WISH CONTACT PAUL KEATING OF SUPACOAT, INC. WHO HAS CORRESPONDED, ADDRESS IS 42 LOWELL ST., PEABODY, MASS. 01960, TEL: (617) 531-8754. COMPANY PRODUCES POLYURETHANE FINISHES.

7) EMBASSY WOULD APPRECIATE CONTINUED EARLY NOTICE ON CONFIRMATION OF VERBAL COMMITMENTS AND DROPS OUTS, IF ANY, FOR PROMOTIONAL PURPOSES, WE WOULD ALSO SUGGEST THAT PARTICIPATING COMPANIES BE KEPT TO 12/14 MAXIMUM

8) SINCE SAUDI ARABIA IS LAST STOP WE SUGGEST THAT FIRMS LISTED IN REFTEL UNDER A, B, C, F, J, AND 1 CONSIDER LATE SPIN-OFF OR FOLLOW UP IN SANA, YEMEN WHERE POTENTIAL IN SAME THEME IS VERY GOOD. REFTEL REPEATED SANA. WEST

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Message Attributes

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Copy: SINGLE
Sent Date: 28-Dec-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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Format: TEL
From: JIDDA
Handling Restrictions: n/a
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Legacy Key: link1977/newtext/t19771213/aaaaakbl.tel
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Litigation History:
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Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Review Exemptions: n/a
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Review Release Date: n/a
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SAS ID: 122451
Secure: OPEN
Status: NATIVE
Subject: U.S. BUILDING MATERIAL AND CONSTRUCTION EQUIPMENT TM, APRIL '78.
TAGS: BEXP, SA
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